

tiff

Industry Sales Guide

2020



Eddie Redmayne, *The Aeronauts* premiere

Contents

Toronto International Film Festival September 10 – 20, 2020

Services, facilities, promotional opportunities, and Talent Development programming designed to maximize your TIFF experience.

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Key Dates

February 11	Film submissions open
March 30	Hotel bookings open for returning delegates
April 3	Early-bird film submission deadline
April 6	TIFF Filmmaker Lab applications open Telefilm Canada's Pitch This! applications open TIFF Rising Stars applications open
May 8	Early-bird registration opens at tiff.net/industry Advertising bookings available
May 29	Standard film submission deadline
June 10	TIFF Filmmaker Lab applications close
June 12	Late film submission deadline
June 16	Early-bird registration closes
June 24	Telefilm Canada's Pitch This! applications close Canadian TIFF Rising Stars applications close
August 24	Deadline to buy advertising
August 28	Online registration closes
September 8	Industry Pass collection opens at the Hyatt Regency Onsite registration opens at the Hyatt Regency
September 9 – 12	TIFF Filmmaker Lab
September 11 – 14	TIFF Rising Stars
September 10 – 20	45th Toronto International Film Festival
September 11 – 15	TIFF Industry Conference

Dates subject to change.

Submissions

Don't miss your chance to submit to the 45th annual Toronto International Film Festival, with a variety of sections spanning all genres. **Submit early and save up to \$90.**

Submissions open February 11.

For more information about the various sections and submission guidelines, visit tiff.net/submissions

Category	Early-bird submission deadline & fee	Standard submission deadline & fee	Late submission deadline & fee
Canadian Features	April 3 \$70	May 29 \$135	June 12 \$160
Canadian Documentary Features	April 3 \$70	May 29 \$135	June 12 \$160
Canadian Shorts	April 3 \$35	May 29 \$65	June 12 \$105
International Features	April 3 \$100	May 29 \$135	June 12 \$160
International Documentary Features	April 3 \$100	May 29 \$135	June 12 \$160
International Shorts	April 3 \$65	May 29 \$95	June 12 \$160
Primetime	April 3 \$65	May 29 \$95	N/A
Wavelengths Shorts	N/A	May 29* \$35	N/A
Wavelengths Features	N/A	May 29** \$70	N/A

*This is the only and final deadline for Wavelengths Shorts.

**This is the only and final deadline for Wavelengths Features.



Lady Gaga, *A Star Is Born* premiere

Industry Passes

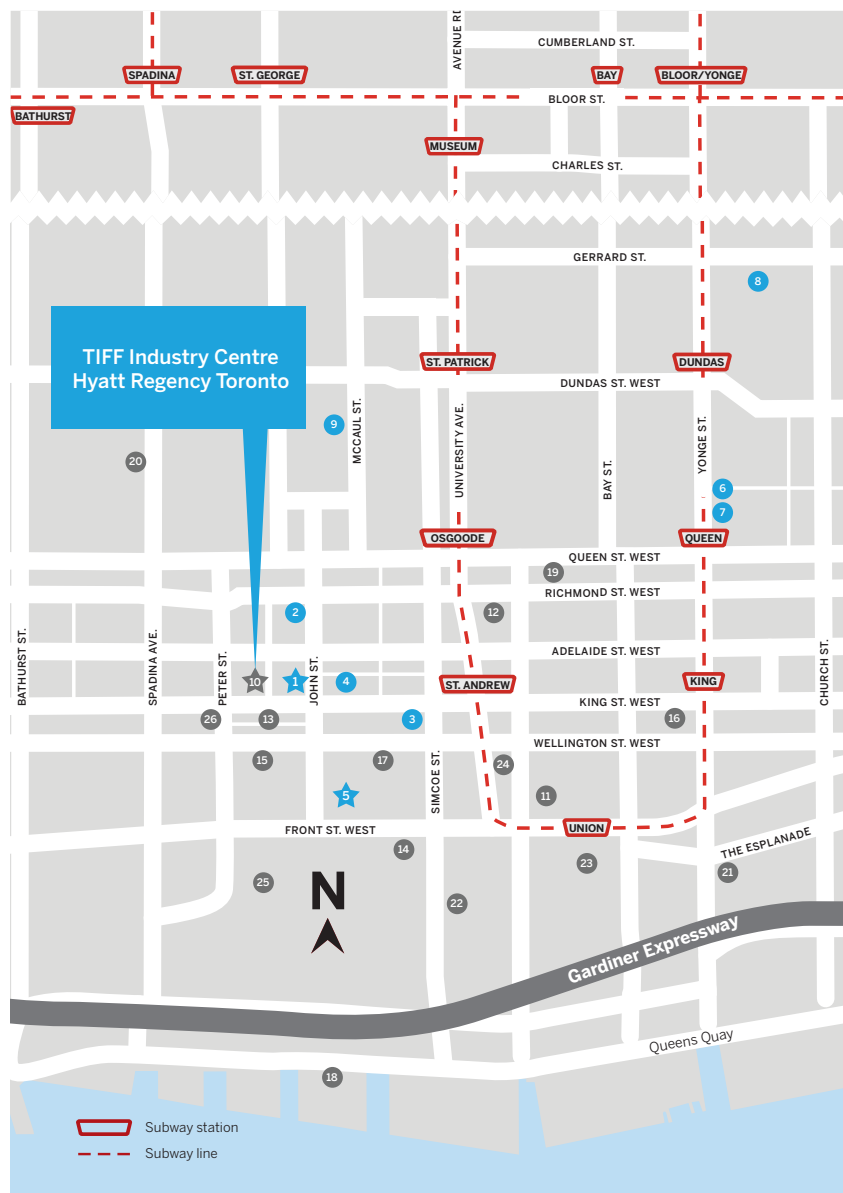
Here are our **early-bird prices** — register by June 16 to save!

- \$165** **Day Pass**
Ideal for anyone who's in town for a short stay, or who'd like a taste of all that the TIFF Industry Conference has to offer.
- \$410** **Conference Pass**
Ideal for emerging players who'd like to be creatively inspired and learn more about the business side of the industry. Access to industry venues and our Happy Hours is included.
After June 16, pay \$485.
- \$625** **Industry Pass**
Ideal for professionals. Provides fluid access to Press & Industry screenings, the Industry Centre, and the Industry Conference.
After June 16, pay \$710.
- \$735** **Film Rep Pass**
Exclusively for producers and sales agents representing films in TIFF's Official Selection.
Available in July.
- \$775** **Premium Pass**
Ideal for anyone who would like to fully experience both the industry and public sides of the Festival.
After June 16, pay \$880.
- \$860** **Buyers' Pass**
Available exclusively to established distributors and acquisition executives.
After June 16, pay \$970.

Find pass details and eligibility criteria at tiff.net/industry

Prices do not include HST.
TIFF prefers Visa.

Locations



Legend

Screening Venues

- ★ 1 TIFF Bell Lightbox
- 2 Scotiabank Theatre
- 3 Roy Thomson Hall
- 4 Visa Screening Room at the Princess of Wales Theatre

- ★ 5 Glenn Gould Studio
- 6 Elgin Theatre
- 7 Winter Garden Theatre
- 8 Ryerson Theatre
- 9 Jackman Hall (Art Gallery of Ontario)

Festival Hotel Partners

- ★ 10 Industry Centre Host Hotel: Hyatt Regency Toronto
- 11 Fairmont Royal York
- 12 Hilton Toronto
- 13 Hotel Le Germain Toronto
- 14 InterContinental Toronto Centre
- 15 Marriott Residence Inn
- 16 One King West Hotel & Residence
- 17 Ritz-Carlton Toronto

- 18 Radisson Admiral Hotel Toronto-Harbourfront
- 19 Sheraton Centre Toronto
- 20 Super 8 Downtown Toronto
- 21 Novotel Toronto Centre
- 22 Delta Toronto
- 23 Hotel Le Germain Maple Leaf Square
- 24 Strathcona Hotel
- 25 Toronto Marriott City Centre Hotel
- 26 Bisha Hotel Toronto



TIFF Bell Lightbox

- Press Office & Lounge
- Programming Office
- Private Screenings
- Event Spaces
 - Malaparte
 - TIFF Founders' Lounge
 - Rooftop Terrace
 - Boardrooms



Industry Centre at the Hyatt Regency Toronto

- Industry Registration
- Industry Pass Pickup
- Guest Pass Pickup
- Industry Protocol Office
- Press & Industry Box Office
- Business Centre
- Food & Beverage Services
- Meeting Spaces
- National Agency Stands



Glenn Gould Studio and Conference Centre

- Industry Conference
- Doc Conference
- Happy Hours



Jamie Foxx, *Just Mercy* premiere

Accommodation

With a variety of hotel partners to choose from, we can provide delegates with the lowest negotiated rates in the city, all within a reasonable distance of Festival Village.

You can expect:

- easy online navigation and over-the-phone assistance from the TIFF hotels team.
- assistance in booking office suites at our Industry Centre Host Hotel.
- complimentary internet at partner hotels.
- discounts for group bookings of six or more rooms.

Book your stay starting March 30, 2020.

From \$399/night

- Hyatt Regency — Industry Centre Host Hotel

From \$169/night

- Super 8 Downtown Toronto

From \$290/night

- Delta Toronto

From \$303/night

- One King West Hotel & Residence
- Sheraton Centre Toronto

From \$325/night

- InterContinental Toronto Centre
- Hilton Toronto

From \$399/night

- Fairmont Royal York Hotel

From \$450/night

- Le Germain Hotel Toronto Maple Leaf Square

From \$799/night

- Bisha Hotel Toronto

By request

- Le Germain Hotel Toronto Mercer
- Toronto Marriott City Centre
- Residence Inn by Marriott
- Ritz-Carlton Toronto
- St. Regis Toronto

All properties have a five-night minimum. Rates do not include taxes or booking fees.

Advertising

50+ unique advertising opportunities.

Targeted exposure to buyers, sales agents, producers, and press.

Advertising locations

Reserve your spot early!

- **TIFF Industry Centre, at the Hyatt Regency** — 60,000 visits during the Festival
- **TIFF's main Press & Industry screening venue: Scotiabank Theatre** — 90,000 visits
- **TIFF Industry Conference and Happy Hour venue: Glenn Gould Studio** — 10,000 visits
- **King Street West** — 50,000 impressions daily
- **Press & Industry Guide** — 10,000 circulated

Indoor and outdoor advertising

Industry Centre, Glenn Gould Studio, Scotiabank Theatre, and King Street West



A Standard hanging banner
Industry Centre
\$1,300



B Industry conference window decal
Glenn Gould Studio
\$2,250



C Premium standing banner
Industry Centre
\$4,275



D Wall projections
Industry Centre
\$2,500



E Premium hanging banner
Industry Centre
\$3,100



F Hyatt Regency window decal
King Street West
\$2,250



G Column banner
Industry Centre
\$2,250



H Elevator decal
Industry Centre
\$2,250



I Standard standing banner
Industry Centre
\$1,800



L Outdoor street decal
King Street West
\$5,000



J Stairway decal
Industry Centre
\$2,250



K Lobby decal
Industry Centre
\$5,150



M Outdoor street poster
King Street West
\$3,600



N Outdoor street panel
King Street West
\$5,000



Melissa McCarthy, *Can You Ever Forgive Me?* premiere

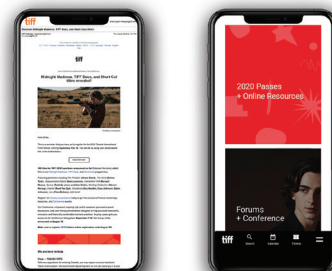
Promotions

Deliver your message directly into the hands of delegates.

Delegate-bag inserts

Branded items may include bottles, cups, notebooks, USB devices, smart-phone cases, business-card holders, novelty gifts, and umbrellas.

5,500 industry bags
\$3,000



E-blast inclusion

Promote your film in Official Selection directly to attending industry. Sure to help you fill the cinema.

\$500+

Full-page ad

Reach 10,000 film professionals by placing your ad in this go-to guide for all attending press and industry.

Press & Industry Guide
\$3,500



National Agency Stands

Promote your country at the Industry Centre, the hub for filmmakers, producers, and sellers at TIFF. Exclusively offered to agencies representing their national cinema.



Stand set-up

Marketing materials

- Large wall banner
- Two standing banners
- Display racks
- Branded workstation
- Reception desk

Passes & tickets

Access to P&I screenings and locations.

Furniture

- Coffee table
- Lockable cabinet
- Shelving unit
- Meeting tables
- Sofa chairs

10-day rental

Sept 6 – 7: Set-up
Sept 8 – 19: Open for business

Tech set-up

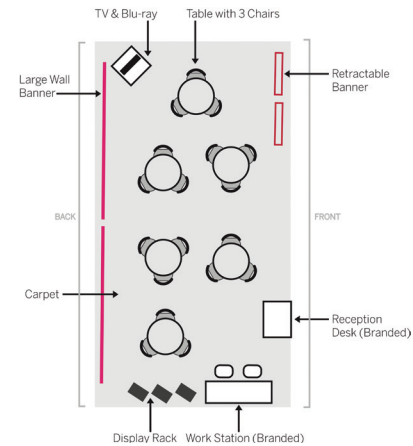
- LCD TV & stand
- Blu-ray player
- Phone line for local calls
- Printer and copier
- Laptop & WiFi

Price

Packages start at **\$10,000**

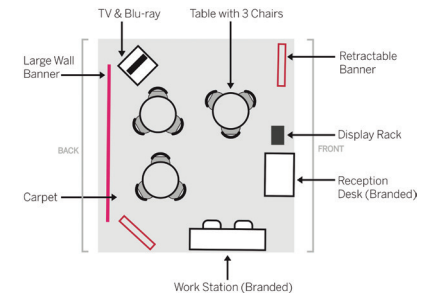
Premium

Minimum of 12 square metres.



Standard

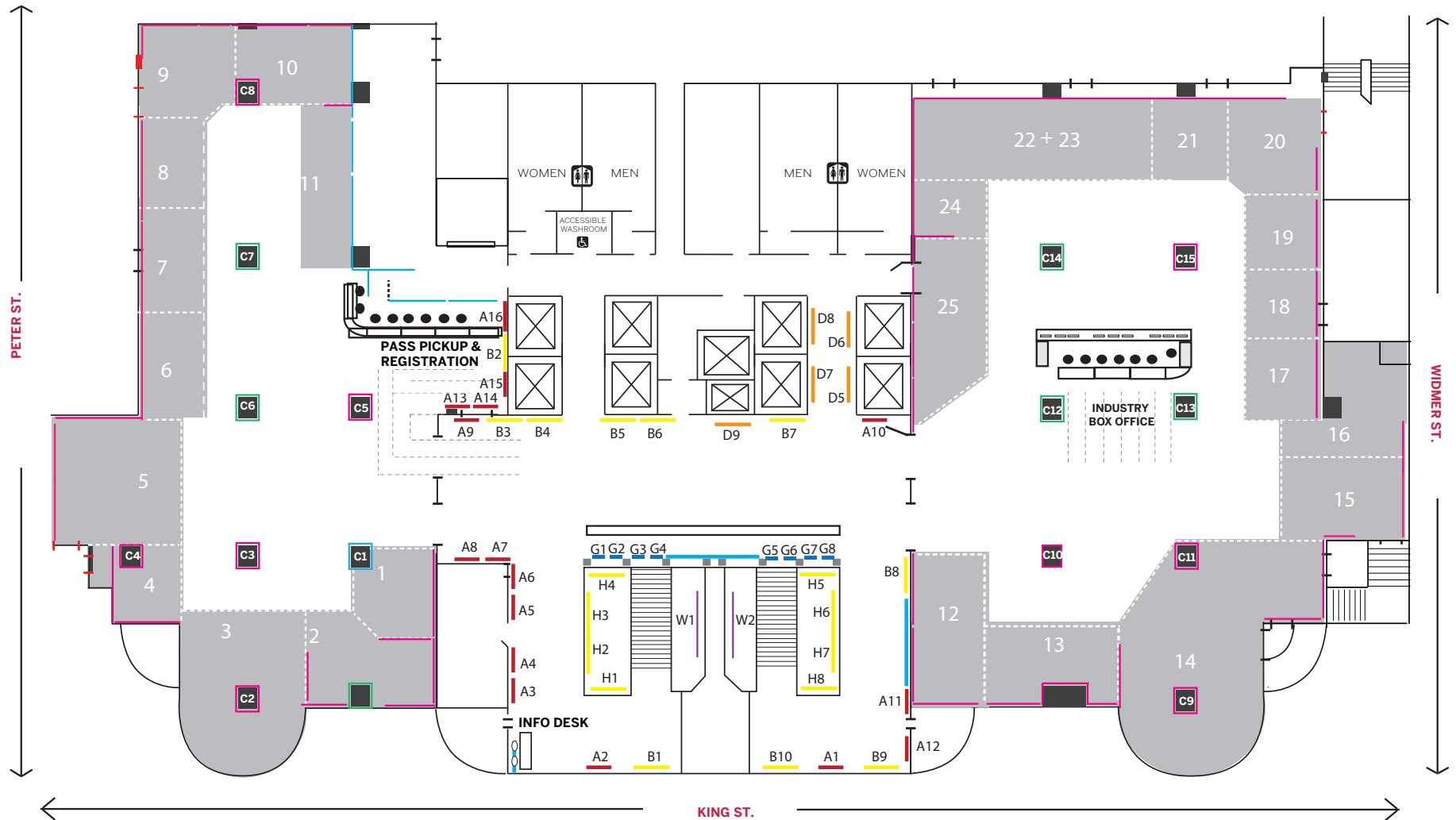
Minimum of 9 square metres.



Work with us on customizing your space to fit all your business and networking needs.



Industry Centre Map



Mezzanine level
Hyatt Regency Toronto

Private Screenings

Book your private screening at one of TIFF Bell Lightbox's state-of-the-art cinemas, conveniently located at the headquarters of the Festival.

Screenings are available September 10 through 20.

- Companies with films in Official Selection are invited to request up to two screenings during the pre-sale, July 6 through 19.
- Companies with or without films in Official Selection are invited to request up to five screenings (including two from the pre-sale) starting July 20.



5



6



7

Dates available	September 10 – 20, 2020				
Cinema	TIFF Bell Lightbox 5	TIFF Bell Lightbox 6	TIFF Bell Lightbox 7	Scotiabank 5	Scotiabank 6
Capacity	45	41	66	134	137
Time slots	9:00 AM	9:15 AM	9:30 AM	9:00 AM	9:15 AM
	12:00 PM	12:15 PM	12:30 PM	12:00 PM	12:15 PM
	3:00 PM	3:15 PM	3:30 PM	3:00 PM	3:15 PM
	6:00 PM	6:15 PM	6:30 PM	6:00 PM	6:15 PM
	9:00 PM	9:15 PM	9:30 PM	9:00 PM	9:15 PM
Technical formats	Blu-ray DCP	Blu-ray DCP	Blu-ray DCP	DCP	DCP

*All requests will be processed in the order received. Availability, start times, and venues are subject to change.

Breakfast at TIFF



Present your industry's unique benefits, and connect with decision-makers, producers, and potential business partners.

Held inside TIFF Bell Lightbox at Luma and the TIFF Founders' Lounge, Breakfast at TIFF events have a relaxed and welcoming atmosphere, while granting an exclusive association with TIFF.

- National agencies have priority booking access.
- Breakfasts are promoted directly to delegates and included in the P&I daily schedule.
- Breakfast spots are available between Thursday, September 10 and Tuesday, September 15.

Luma

Seating capacity: 120

\$4,200 for a minimum of 50 guests. For a larger group, a higher price applies. One of Toronto's most exciting dining spaces, Luma includes a patio overlooking Festival Street.

Breakfast at TIFF events are catered exclusively by Oliver & Bonacini, with:

- Delicious continental breakfasts and beverages
- A guest signup and registration service
- A venue Event Coordinator
- Event set-up
- Furniture, a microphone, and a speaker system
- Onsite branding and promotion in TIFF e-blasts

TIFF Founders' Lounge

Seating capacity: 40

\$3,200 flat rate for up to 40 guests. For a larger group, a higher price applies. The combined elegant decor and prime location creates a perfect environment for business and networking.

Events

With spectacular views of King Street and downtown Toronto, the TIFF Founders' Lounge is a central feature of TIFF Bell Lightbox.

Its elegant decor and prime location on the second floor create the perfect atmosphere for cocktail receptions or networking events during the Festival.

Our team can custom-design your event and arrange for the ideal space. The Lounge is catered exclusively by Oliver & Bonacini, and is equipped with lounge furniture and dining tables.



Dates available	Starting price*	Capacity**
Sept 10 – 15	\$2,000	120
Sept 15 – 20	\$1,000	120

*Rates are on a sliding scale, based on the date and time of day of the event. Additional costs may apply for A/V equipment and labour, staffing, catering, room set-up, additional furniture, and decor.

**Indicates standing capacity.

Industry Conference Programming

Join the conversation. Get involved in the TIFF Industry Conference through our other programming, including Microsessions and Industry Happy Hours.

TIFF Industry Conference

September 11 – 15
Glenn Gould Studio

The Festival's esteemed Industry Conference is an electrifying five-day professional development opportunity, promoting creative entrepreneurship and the role that film professionals play in the ever-evolving and challenging media landscape. With five major learning streams, there is sure to be something for everyone:

- MOGULS
- MASTER CLASS
- DIALOGUES
- FOUNDATIONS
- COLLABORATIONS (New!)

Happy Hours

Host one of our daily Conference Happy Hours. Mix and mingle with delegates over cocktails after a day's worth of Industry programming, which is sure to spark great conversation and business opportunities.

Set-up: 4:30pm
Event time: 5:30pm – 6:30pm

Packages include: event staff, all food and beverage, recognition on TIFF Industry's website and in print schedules, onsite branding, and promotion in TIFF Industry e-marketing.

Microsessions

Share your ideas and insights with our international audience of creators and business professionals with a panel discussion or keynote talk of your design, programmed in collaboration with TIFF Industry. Utilize this invaluable platform to educate international delegates on the latest developments and to open discussions around topics of your choice, from film curation and craft to leading industry trends. The TIFF 2020 Industry Conference is the perfect place to join the conversation and spread your message.

Conference Room A

Perfect for keynotes, single speakers, and roundtable discussions.

- Seating capacity: 40
- Length: 45 minutes

Conference Room B

Space for up to four speakers, plus a moderator or host.

- Seating capacity: 100
- Length: one hour, including Q&A if requested



Professional Development



Talent drives the international film industry. It's an elusive quality that is sought after by everyone in the business. TIFF's Talent Development programmes are designed to inspire and support outstanding new writers, filmmakers, and producers.

TIFF Filmmaker Lab

September 9 – 12

Applications open: April 6

Deadline to apply: June 10

Each year, TIFF's renowned Filmmaker Lab brings together 20 outstanding creators from around the world, deepening their understanding of the industry and empowering them to move forward with their projects. Over the course of four days, participants have the opportunity to interact with and learn from internationally acclaimed filmmakers. The programme is designed for directors making their first or second feature film.

Award-winning practitioners provide inspiration, encouragement, and guidance. Last year's mentors were producer Cassian Elwes (*Mudbound*), director Lulu Wang (*The Farewell*), acting coach Miranda Harcourt, and director Patricia Rozema (*I've Heard the Mermaids Singing*).

Since its inception, the Lab has supported hundreds of emerging filmmakers, allowing them to further their artistry and craft.

TIFF Rising Stars

September 11 – 14

Applications open: April 6

Deadline to apply: June 26

TIFF Rising Stars showcases new Canadian and international acting talent during the Festival, placing the emphasis on the next generation poised for international success. Those who are selected for the programme are given front-row access at some of the biggest red-carpet events at the Festival, to boost their visibility and celebrate their talent as stars to watch.

Over the course of four days, the actors dive deeply into one-on-one meetings and round-table events with exciting and influential international casting directors, filmmakers, producers, and industry executives, who help them on their path to success.

Filmmaker Lab is supported in part by the Academy of Motion Picture Arts and Sciences, TIFF's Share Her Journey campaign, and the RBC Female Creator Initiative.



Taika Waititi

2019 Stats

5,500+ accredited industry

1,900 buyers

70+ sales announced

89 countries

900+ screen talent

1,350+ press

3,300 companies

60,000 visits to industry venues

98 private screenings

Contact Us

Industry

Registration

registration@tiff.net
tiff.net/industry

Advertising and promotion

sales@tiff.net

Programming

industry@tiff.net

General inquiries

industry@tiff.net

Festival Programming

Submissions

submissions@tiff.net

Events

Private screenings

privatescreenings@tiff.net

Private events

events@tiff.net

Breakfast at TIFF

industry@tiff.net

Accommodation

Hotels

hotels@tiff.net

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